

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 238278

65

ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 DODE-00 /020 R

DRAFTED BY COMM/BIC/OED/SIPS/WRHAYDEN/DJH

APPROVED BY EB/OCA/CM/BEBYRON

COMM/BIC/OED/SIPS/SSLEON

COMM/BIC/OED/OWOD/RECOHEN

STATE/EUR/RPM/ERE;FELD (INFO)

DOD/ISA/JMILLER (INFO)

----- 001135

P 251052Z SEP 76

FM SECSTATE WASHDC

TO USMISSION NATO PRIORITY

INFO AMEMBASSY ANKARA PRIORITY

AMCONSUL ISTANBUL

AMEMBASSY BRUSSELS

LIMITED OFFICIAL USE STATE 238278

E.O. 11652:NA

TAGS: BEXP, BTIO, TU

SUBJECT: PRODUCT OPPORTUNITY - FOREIGN GOVERNMENT TENDER:

-- AIRPORT SURVIVABILITY MEASURES (ASM) COMMUNICATION

-- FACILITIES MATO

1. AYDIN CORPORATION OFFICIAL ADVISES THAT AYDIN
ACCEPTED BY TURKEY FOR AWARD OF ASM CONTRACT; HOWEVER,
NATO REPORTEDLY HAS NOT GIVEN FINAL APPROVAL. PROBLEM
POSSIBLY VALUE OF BID PRICE WHICH ALLEGEDLY IS 72 PERCENT
OVER A 1973 BID AWARD TO AYDIN FOR SIMILAR EQUIPME;T.
AYDIN, BELIEVING IT WAS IN TRUE INTERNATIONAL COMPETITIVE
BIDDING, SUBMITTED BEST POSSIBLE PRICE WHICH, OF COURSE,
INCORPORATED INCREASED COSTS FOR LABOR MATERIAL, ETC. SINCE
1973.

2. AYDIN NOW UNDERSTANDS THAT 30 COMPANIES REQUESTED PRE-
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 238278

CERTIFICATION FOR SUBJECT BIDDING, AND THAT EIGHT OF THESE

COMPANIES PICKED UP THE TENDER PACKAGE. OF THESE, MARCONI REQUESTED AND GOT NATO EXTENSION OF BID DEADLINE OF 30 DAYS, BUT DID NOT BID. IN FACT, AYDIN BELIEVES THAT IT WAS THE ONLY BIDDER. IT ALSO UNDERSTANDS THAT SINCE THERE WAS OPEN BIDDING, THE BID PRICE WAS MADE PUBLIC. AYDIN FEARS THAT A COMPETITOR, PLESSEY OF U.K., LEARNING THAT THE AWARD IS BEING DELAYED AND KNOWING AYDIN'S BID PRICE, HAS REQUEST-

ED REOPENING OF BIDDING.

3. THE MISSION'S ASSISTANCE WILL BE APPRECIATED IN ASCERTAINING CAUSE OF AWARD DELAY AND EFFORTS, IF ANY, BEING MADE TO REOPEN BIDDING FOR SUBJECT CM TRACT. THE BID PRICE BY AYDIN OR ANY OTHER BIDDER CLEARLY HAD TO TAKE INFLATIONARY FACTORS INTO ACCOUNT. IF AYDIN BID WITHIN BUDGET ALLOCATION FOR SUBJECT FACILITIES, WE WOULD PROPOSE NON-CONCURRENCE WITH ANY ACTION BY NICSMA TO REOPEN BIDDING. KISSINGER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 25 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: morefirh
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE238278
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/SIPS/WRHAYDEN/DJH
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760362-1204
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760920/aaaaaqsn.tel
Line Count: 79
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: morefirh
Review Comment: n/a
Review Content Flags:
Review Date: 01 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01 APR 2004 by BoyleJA>; APPROVED <02 APR 2004 by morefirh>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY - FOREIGN GOVERNMENT TENDER: -- AIRPORT SURVIVABILITY MEASURES (ASM) COMMUNICATION --
FACILITIES MATO
TAGS: BEXP, BTIO, TU
To: NATO BRUSSELS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006